6/1/88

2045364339

J	U	H	E		۷	O	L	U	H	t		F.	Ş	T	I	И	A	7	E	S	
*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	•
					¢	Û	ū	Ю	١,	0	0	0	•	S	)						

Philip Mor	ris	R.J Reynolds			Brown & Williamson		Lorillard		American		Liggett				
Volume	% Payback	Volume	Payback	P.M. L RJR	Valume	% Payback	Volume	Payback	Volume	ኧ Payback	Volume	<b>x</b> 4	4 Company Total ++	Total Industry	
8,449 14,802 20,167 43,418 16,244	23.7%	5,191 9,760 23,189 38,140	70.0% 30.0% 95.70%	13,640 24,562 43,356 81,558 22,747	2,528 2,981 4,829 10,338 4,792	54.1% 45.9%	1,969 2,165 3,310 7,444 3,731	41.7%	2.996	100.0%	554 1,057 2,106 3,717 705	74.1% 25.9% 100.00%	7,590 9,199 13,559 30,348 12,299	21,234 33,769 56,926 111,929 35,052	
25852 18036 -22.77		20234 21910 -15.39		46,086 39,946 -16,89	5972 6606 1.10		4980 4905 -15,20		3703 4156 17.77		1311 2125 -9.88		15,965 17,792 -2,27	62,051 57,738 -14,42	
60,132 1.94		48,647 4.59		108,779 -1.08	17,370 -3.05		13,616 -5.07		10,930 2,70		4,141 -23.26		46,057 -4.64	154,841 -2,19	
103,550 2,25		86,786 -5.00		190,336 -1.19	27, 708 -4.39		21,059 -9.29		19,779 2,45		7,858 -21.85		76,404 -8,32	266,771 -2.72	
217,837 1.16 1,011 258 800 6863 -2014		180_822 -3.87 8.273 222 7917 4914 5425		398,659 -1,19 9,284 480 8,717 11,777 3,411	61, 461 -4.74 64 697 1079 1840		44,475 -3.04 38 1029 742		39,916 -0.97 46 339 625		17,963 -13,58 471 471 541		163,815 -4,47 471 148 471 2,065 2,987	562,568 -2,17 9,755 628 9,188 13,842 6,398 20,868	
	Volume  8,449 14,802 20,167 43,418 16,248 25852 18036 -22.77 60,132 1.94 103,550 2.25 217,837 1.16 1,011 258 800 6863	8,449 76-11 14,802 23.78 20,167 23.78 43,418 79.10% 25852 18036 -22.77 60,132 1.94 103,550 2.25 217,837 1.16 1,011 258 800 6863 -2014	X         Volume         X           8,449         74-1x         5,191           14,802         23.7x         9,760           20,167         23.7x         9,760           43,418         35,140           16,244         79.10x         6,503           25,852         20234           18036         21910           -22.77         -15.39           60,132         48,647           1.94         -4.59           103,550         86,786           2.25         -5.00           217,837         180,822           1.16         -3.87           1.911         8,273           258         222           800         7917           6863         4914           2014         5425	Volume Payback Volume Payback  8,449 74.1% 5,191 70.0%  14,802 23.7% 9,760 30.0%  20,167 23.7% 95,189  43,418 79.10% 6,503 95.70%  25852 20234  18036 21910  -22.77 -15.39  60,132 48,647  1.94 -4.59  103,550 86,786  2.25 -5.00  217,837 180,822  1.16 -3.87  1.011 8,275  288 222  800 7917  6863 4914  -2014 5425	Volume	Total   X   Payback   Volume   Payback   RJR   Volume   R   449   Y   1   X   P.M. & P.M. & Volume   R   449   Y   4   1   X   5   191   T0   07   13   640   2   528   20   167   23   189   30   07   24   556   2   781   16   644   79   107   6   503   95   70%   22   747   4   79   70   70   70   70   70   70   70	Total   X   X   P.M.   Z   Y   P.M.   Z   Z   Y   P.M.   Z   Y   P.M.   Z   Z   Z   Z   Z   Z   Z   Z   Z	Total   X   P.M. & Volume   Payback   Volume   Pa	Total   X   P.M. 2   Payback   Volume   Payback   R.IR   Volume   Payback   Volume   Payback   R.IR   Volume   Payback   Volume   Payback   Volume   Payback   R.IR   Volume   Payback   Volume   Payback	Total	Total	Total	Total	Volume	